

# Local Market Update – March 2021

A Research Tool Provided by the Multiple Listing Service of Hilton Head Island and the Hilton Head Area Association of REALTORS®



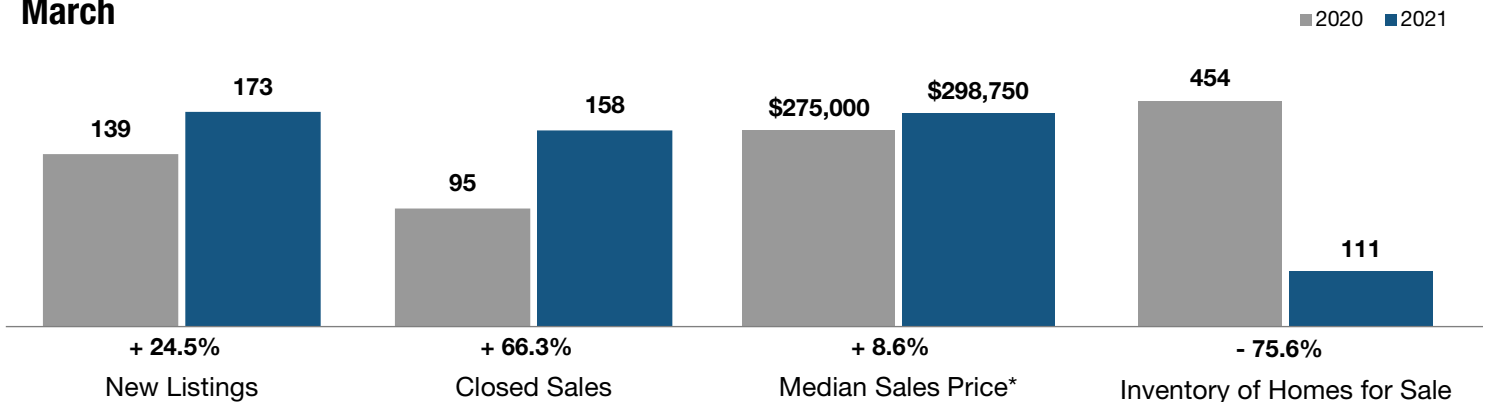
## Hilton Head Totals

Condos / Villas Only

| Key Metrics                     | March     |                  |                | Year to Date |                  |                |
|---------------------------------|-----------|------------------|----------------|--------------|------------------|----------------|
|                                 | 2020      | 2021             | Percent Change | 2020         | 2021             | Percent Change |
| New Listings                    | 139       | <b>173</b>       | + 24.5%        | 366          | <b>445</b>       | + 21.6%        |
| Closed Sales                    | 95        | <b>158</b>       | + 66.3%        | 231          | <b>364</b>       | + 57.6%        |
| Median Sales Price*             | \$275,000 | <b>\$298,750</b> | + 8.6%         | \$257,000    | <b>\$286,750</b> | + 11.6%        |
| Percent of List Price Received* | 95.9%     | <b>98.4%</b>     | + 2.6%         | 95.9%        | <b>98.2%</b>     | + 2.3%         |
| Days on Market Until Sale       | 124       | <b>82</b>        | - 33.6%        | 117          | <b>93</b>        | - 20.5%        |
| Inventory of Homes for Sale     | 454       | <b>111</b>       | - 75.6%        | --           | --               | --             |

\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

### March



### Historical Median Sales Price Rolling 12-Month Calculation

